

## Message Text

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PAGE 01 MUSCAT 00764 060605Z

11

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 H-02 /020 W

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R 060454Z JUL 75

FM AMEMBASSY MUSCAT

TO SECSTATE WASHDC 1274

INFO USDOC WASHDC

AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY DOHA

AMCONSUL DHAHRAN

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMEMBASSY KUWAIT

AMEMBASSY TEHRAN

UNCLAS MUSCAT 764

E.O. 11652: N/A

TAGS: BEXP, MU

SUBJECT: PROPOSED MICHIGAN STATE IOGA TRADE MISSION

REF: (A) STATE A-4295; (B) MUSCAT 362

1. AS STATED IN REFEL B, WE BELIEVE THAT TRADE MISSIONS GENERALLY ARE NOT BEST WAY TO APPROACH OMANI MARKET. CONSTRUCTION EQUIPMENT MISSION MIGHT BE EXCEPTION TO THIS RULE BECAUSE OF RAPID DEVELOPMENT OF ALL KINDS OF CONSTRUCTION IN OMAN. WHILE WE HAVE NOT HOSTED A TRADE MISSION HERE TO DATE, WE BELIEVE THAT BREAKING THE ICE WITH A CONSTRUCTION EQUIPMENT TRADE MISSION WOULD BE A GOOD INITIATIVE.

2. OMANGOV IS CONCENTRATING ITS CIVIL DEVELOPMENT EXPENDITURES ON CONSTRUCTION OF HOUSING, PUBLIC BUILDINGS, AND INFRA-STRUCTURE PROJECTS. SOME PLANNED GOVERNMENT PROJECTS INCLUDE TWO ROADS, A DOZEN LIGHT INDUSTRIAL PROJECTS IN THE MUTRAH AREA, AND A NUMBER OF SCHOOLS, HOSPITALS, AND HOTELS. DEVELOPMENT BUDGET FOR 1975 REPORTEDLY IS \$515 MILLION, AND OVER \$50 MILLION OF THIS SHOULD REPRESENT NEW EQUIPMENT

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PURCHASES. WE EXPECT THAT THIS RATE OF DEVELOPMENT EXPENDI-

TURE WILL CONTINUE FOR NEXT FEW YEARS. MOST ACTIVE PERTINENT PORTION OF THE PRIVATE SECTOR IS ENGAGED IN CONSTRUCTION OF OFFICES, APARTMENTS, AND STORES.

3. WE DO NOT WISH TO MINIMIZE PROBLEMS THAT A CONSTRUCTION EQUIPMENT TRADE MISSION WOULD ENCOUNTER HERE. MOST ONGOING CONSTRUCTION PROJECTS ARE BEING DONE BY BRITISH FIRMS, WHICH GENERALLY SEEK TO USE BRITISH EQUIPMENT. BEST CHANCE FOR AMERICAN EQUIPMENT MAKERS WOULD BE TO GET THEIR PRODUCTS SELECTED FOR NEW PLANNED PROJECTS. LIKEWISE, THERE WOULD BE A NUMBER OF ADMINISTRATIVE PROBLEMS IN SUPPORTING TRADE MISSION'S STAY HERE, INCLUDING SHORTAGE OF HOTEL SPACE, DIFFICULTIES IN ARRANGING LOCAL TRANSPORTATION, AND POSSIBLE LACK OF SUFFICIENT INTERPRETER AND SECRETARIAL SERVICE. NONE-THELESS, PROSPECTS ARE GOOD ENOUGH TO MAKE THIS TRADE MISSION WORTH EXTRA EFFORT.

4. IF IT IS NOT FEASIBLE TO INCLUDE TRADE MISSION VISIT TO MUSCAT NEXT FEBRUARY, WE ALTERNATIVELY SUGGEST PLACING A CONSTRUCTION MACHINERY CATALOG SHOW HERBPN AND FOLLOWING UP WITH A TRADE MISSION AT A LATER DATE. PLEASE ADVISE.

ZWEIFEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 06 JUL 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION NEA  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE A-4295, 75 MUSCAT 362  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 MAR 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <06 MAR 2003 by ThomasVJ>; APPROVED <22 MAR 2004 by CollinP0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PROPOSED MICHIGAN STATE IOGA TRADE MISSION  
**TAGS:** BEXP, MU  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006